

Message Text

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PAGE 01 SOFIA 00928 190958Z
ACTION EUR-12

INFO OCT-01 EB-08 ISO-00 /021 W
-----036122 200511Z /14

R 181430Z MAY 78
FM AMEMBASSY SOFIA
TO USDOC WASHDC
INFO SECSTATE WASHDC 4587
AMEMBASSY VIENNA

UNCLAS SOFIA 0928

VIENNA FOR VONTILLIUS

E.O. 11652: N/A
TAGS: EEWT, BEXP, BU
SUBJECT: PLOV
DV TRADE FAIR

REF: A) USDOC 8162; B) SOFIA 0211; C) SOFIA 0782; D) SOFIA
071:TSF-/77HUEMBASSY RECEIVED TELEPHONE CALL MAY 18 FROM MR. GJN
DOUGLAS, MANAGER OF CATERPILLAR OVERSEAS S.A., GENEVA,
SWITZERLAND, ASKING TO RESERVE ONE BOOTH AT SEPTEMBER
PLOVDIV
RAB
N-84. PLEASE INFORM EMBASSY SOONEST IF BOOTH STILL
AVAILABLE AND STEPS DOUGLAS SHOULD TAKE TO FINALIZE RESER-
VATION. CATERPILLAR GENEVA'S ADDRESS IS 118 RUE DU RHONE,
1211 GENEVA 3, SWITZERLAND AND TELEX NUMBERS ARE 22833 OR
22706.

2. BASED ON MOST RECENT RECRUITMENT REPORT (REF A), IF ALL
VERBAL COMMITMENTS HAVE HELD, TWENTY BOOTHS ARE NOW FILLED,
COUNTING CATERPILLAR BOOTH. HAS USDOC OR VIENNA RECEIVED
CHECKS AND PARTICIPATION AGREEMENTS FROM COMPUCORP
(1 BOOTH), AMERICAN CAN CO., KGY, PARKER HANNIFIN (2),
AND BUEHLEUR (1)? IF THERE ARE STILL EMPTY BOOTHS, EMBASSY
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HAS NOT RECEIVED REPORT ON RESULTS OF RECRUITMENT EFFORTS
WITH SIX COMPANIES SUGGESTED REF B.

3. EMBASSY HAS NOW RECEIVED LITERATURE FROM TWO FIRMS
(PARA 3, REF A), MSI ELECTRONICS, INC. AND EDON INDUSTRIAL
PRODUCTS CO., AND IS PURSUING MARKET POSSIBILITIES FOR
THEIR PRODUCTS HERE, IN GENERAL, AND AS CONTINGENCY IF IN

FACT THERE ARE STILL FUNILLED BOOTHS AT PLOEIV.

4. EMBASSY HAS REQUESTED SEVENTY-TWO SQUARE METERS IN FRONT OF PAVILION 19 FOR HEWLETT PACKARD'S DEMONSTRATION BUS (PARA 2, REF A).

5. EMBASSY WOULD REMIND USDOC OF NEED FOR INFORAMATION ON PARTICIPANT COMPANIES FOR FAIR CATALOGUE, DUE TO FAIR AUTHORITIES BY MAY 31. WE NEED COMPANY NAME, MAILING ADDRESS, TELEPHONE NUMBER, TELEX NUMBER, AND LIST OF PRODUCTS (REF C).

6. WE OWOULD ALSO REMIND USDOC TO ASK PARTICIPANTS TO MAKE HOTEL RESERVATIONS AS FAR IN ADVANCE AS POSSIBLE (REF D).
GARTHOFF

NOTE BY OC/T: MESSAGE AS RECEIVED. CORRECTION TO FOLLOW.

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NNN

Message Attributes

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